

## PASTELS IN PORK.

Old Gorgon's Letter to His Son on Managing Men.

DEAR PIERREPONT: Consider carefully before you say a hard word to a man, but never let a chance to say a good one go by. Praise judiciously bestowed is money invested.

Never learn anything about your men except from themselves. A good manager needs no detectives, and the fellow who can't read human nature can't manage it. The phonograph records of a fellow's character are lined in his face, and a man's days tell the secrets of his nights.

Be slow to hire and quick to fire. The time to discover incompatibility of temper and curl-papers is before the marriage ceremony. But when you find that you've hired the wrong man, you can't get rid of him too quick. Pay him an extra month, but don't let him stay another day. A discharged clerk in the office is like a splinter in the thumb—a center of soreness. There are no exceptions to this rule, because there are no exceptions to human nature.

Never threaten, because a threat is a promise to pay that isn't always convenient to meet, but if you don't make it good it hurts your credit. Save a threat till you're ready to act, and then you won't need it. In all your dealings remember that today is your opportunity; tomorrow some other fellow's.

Keep close to your men. When a fellow's sitting on top of a mountain he's in a mighty dignified and exalted position, but if he's gazing at the clouds he's missing a heap of interesting and important doings down in the valley. Never lose your dignity, of course, but tie it up in all the red tape you can find around the office and tuck it away in the safe.

It is easy for a boss to awe his clerks, but a man who is feared to his face is hated behind his back. A competent boss can move among his men without having to draw an imaginary line between them, because they will see the real one if it exists.

Besides keeping in touch with your office men you want to feel your salesmen all the time. Send each of them a letter every day, so that they don't forget that we are making goods for which we need orders; and insist on their sending you a line every day, whether they have anything to say or not. When a fellow has to write in six times a week to the house he uses up his explanations mighty fast, and he's pretty apt to hustle for business to make his seventh letter interesting.

Right here I want to repeat that in keeping track of others and their faults it's very, very important that you shouldn't lose sight of your own. Authority swells up some fellows so that they can't see their corns; but a wise man tries to cure his own while remembering not to tread on your neighbors.—From "Letters from a Self-Made Merchant to His Son," by George Horace Lorimer. By permission of Small, Maynard & Co., Publishers, Boston, Mass.

## COMMERCIAL.

(Continued from Page 4.)

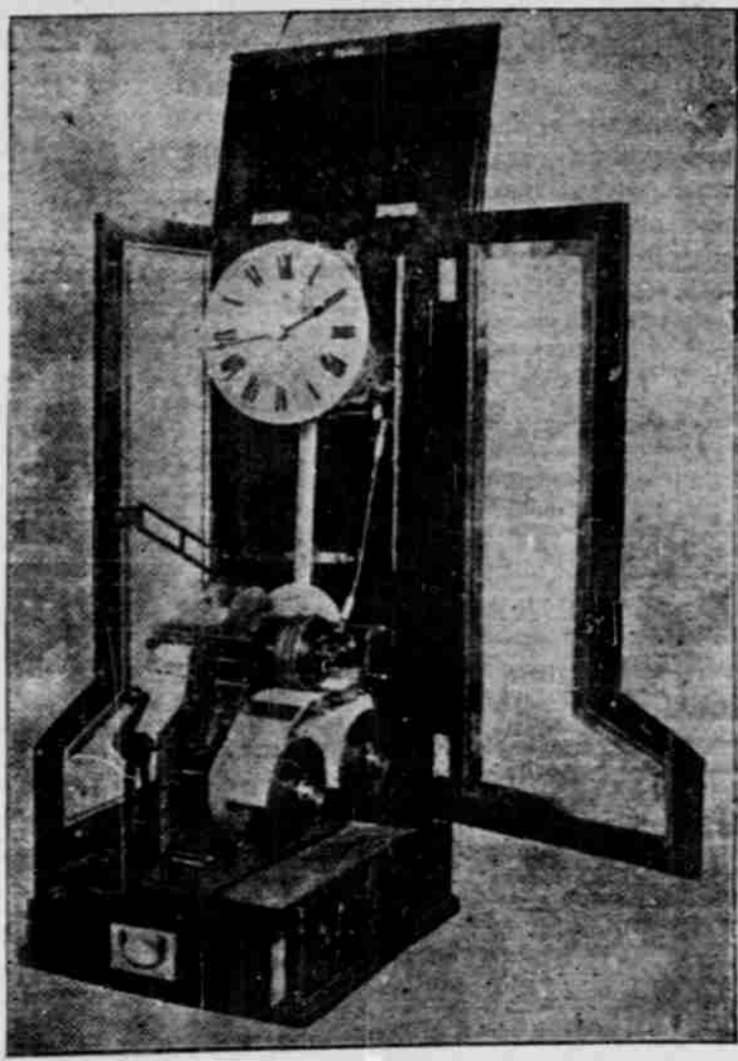
There was a meeting of the Stock Exchange during the week at which the annual election of officers took place. Reports for the year showed that a considerable amount of business had been transacted on the board, in spite of the reported depression.

There was quite a little activity on the Exchange during the week. Considerable trading was done in Olua at the old price of 10 1-4. Yesterday also, a block of 1000 Honokaa changed hands at 13. The week's sales were: 410 Olua at 10 1-4; 30 Waialua at 50; 10 Kihei at 12; 45 Ewa at 22; 10 Kahuku at 20; 1000 Honokaa at 13. Yesterday's quotations from San Francisco, received by Waterhouse Trust Co. were: Hawaiian Commercial, 44; Honokaa, 13 1-4; Makawili, 22 1-2 and Onomea, 30.

A meeting of the stockholders of Kihei Plantation Co. is to be held a week from tomorrow for the consideration of the proposition to sell certain lands and to make certain water contracts. On the same day there is to be a meeting in the Alexander & Baldwin offices of the stockholders of the Haiku Sugar Co. and of the Paia Plantation to discuss a proposed partnership agreement.

Kamalo Sugar Co. plantation has not been sold yet, nor has its debt been paid. A new proposition is now being considered, that of a Galesburg, Ill., man who would like to try his hand at sugar raising. No definite proposition has been made. Dr. G. Walter Burgess, who is the new president of Kamalo, is working hard to put the company on its feet, or rather to get as much as possible for the stockholders of the corporation.

## ACCIDENT INSURANCE FROM A SLOT MACHINE.



The machine, which defies fraud, has the appearance of a clock. When the applicant drops his penny into the slot, he pulls forward a handle, when out drops a pencil (already sharpened), and an opening is disclosed through which signature is made. Then the client pushes back the handle, and simultaneously the space closes and an insurance policy is issued through another slot. Against the signature inside the machine is printed the exact date and time (to the minute) when the policy is issued. If the insured meets with an accident within seven days, he applies to the Industrial Accident Insurance Company for his weekly allowance; and if his name is on the register retained by the machine, the policy is paid.

## THE BYSTANDER

(Continued from page 4.)

and has RECEIVED NO MONEY but considerable honor and preferment.—Brooklyn Eagle, October 23, 1895.

Now to resume: The grass got short in New York; neither radicals nor conservatives, Republicans nor Democrats, would have more to do with Stewart. He had turned his coat too often. About that time Hawaii was annexed and Stewart seems to have jumped to the conclusion that the newly enfranchised dark race here would need a leader, familiar with American politics. He thought he could pick for them just the right man and in due time, that would-be Moses, embodied in his own person, arrived on this beach. The hour had come and the man was here.

Stewart's first scheme was to get in with the missionaries, among whom he ran about with the eager servility of a waiter in expectation of tips. He went to Central Union church, after the immemorial custom and offered himself to the Y. M. C. A. In those driving boom times Stewart got some business and he was always well-treated, except that no one took him up to make an office-holder of him. But in church or court or on the street he was never made to feel that his color was against him. It was his supposed character by which he was judged, and the judgment was friendly. His carpet-bagging record was unknown.

Then some queer things happened. Turning from the conservative interests which he had professed to support, Stewart developed into a politician who would stand for anything or anybody who had an office to give away. Judge Humphreys, then engaged, as he thought, in making the Republican organization inimical to Governor Dole, wanted the help of a politician of Stewart's resource; so he gave him the Maunalei receivership with a special fee of \$5,000 for examining and reporting on the property. Stewart worked ten days and earned, perhaps, \$50 a day. He got \$300 a day and from that time became an enthusiastic Humphreys man. He was one of the seven who stood out against the Humphreys removal resolution which thirty-seven members of the Bar Association passed. Pretty soon Stewart threw a lifeline into the Catholic church to get native and Portuguese votes so as to make up any losses from Central Union—and whenever he could get into print, he abused the Republican Governor and the so-called "missionary" party. Home Rulers were invited to let him help them in politics and legislation and they did so. And now we see the motive—an office at the hands of his fellow job-chasers; and an office which he would doubtless use to advance the political ends of himself and his faction.

Now conservative people here have had enough of carpet-bag intrusion into the political concerns of Hawaii. On that point Hawaiians feel like whites and whites like Hawaiians. If Stewart had a white skin the case would be the same. All of his predecessors in the carpet-bag venture were of Caucasian origin; but color did not count. It was an issue of character and motive, and that is the issue now. The fear is here that Stewart is as black inside as he is out.

In a suit for attorney's fees the other day, a witness for the defense said that he did not expect to pay for asking a question. In that case, the "question" involved two or three days' work for two lawyers. Aneut the fact that most reputable lawyers are frequently pestered by applications for gratuitous advice, which in many instances is given, a good story is told of the late Colonel Joseph P. Hoge, of San Francisco, who stood very high in his profession. A friend came to his office in Montgomery block one day and said: "Colonel, that opinion you gave me cost me \$25,000." "What opinion?" inquired Colonel Hoge. "Why the opinion you gave me about two months ago." Colonel Hoge called for his head clerk and instructed him to look up the date and bring him a copy of the opinion. "Oh," said his friend: "I don't quite mean that. Don't you remember, I overtook you on Montgomery street, and asked you a question, and you answered it in two or three words." "Ah," replied the Colonel. "Now, I see—a street opinion isn't worth a damn."

One of the books about these Islands which have nearly vanished from the market is Kalakaua's "Legends and Myths of Hawaii," a sumptuous volume as large as Mark Twain's "Roughing It." Mark Twain, as head of the publishing firm of Charles L. Webster & Co., got out the book, and thereby hangs a tale. Rollin M. Daggett, then U. S. Minister to Hawaii was its author. Kalakaua's name being merely used as an advertisement.

Mark Twain was sure the book would sell. He agreed to put it into the hands of the agents who were placing Grant's Memoirs on the market. The King wasn't to have anything out of the sales; his was to be the glory of de facto authorship. But over the walnuts and the wine he and Daggett indulged in rosy dreams. The U. S. Minister told him he should have the best private yacht which \$30,000 of the profits could buy. The King was so pleased that, without waiting for the Legislature to meet, he ceded Daggett an island of about fifty square feet, which he could sit on and fish from. The cession was made on parchment with seals and ribbons attached.

But the hashish dream was soon over. The book didn't sell. Mark Twain didn't try to push it; and what is worse he never would answer a letter of inquiry from Daggett. Not a cent came from the publishing house, which soon after failed. The King died yachtless and all the assets poor Daggett had when he passed away were a few personal belongings and the deed of the islet, which, needless to say, was not worth its seals.

A few days ago Jamie Wilder wandered over into Molokai on an aimless pleasure trip and at a place called Wailua he ran into a big luau. Jamie always makes himself at home at luaus and at this one he was soon the center of attraction next to the roast pig. He got on the right side of the natives at once and was so covered with flowers that he looked like the center piece at a funeral, all except the lying down. There was a crowd of natives from Pelekunu, a place six miles from Wailua, down the coast, and they were wilder men from the word go. Jamie's wit, humor and generosity overwhelmed them, and man, woman and child they embraced and kissed him. When the luau was at an end and the Lehua about to sail he started aboard, when to his astonishment the forty odd natives from Pelekunu started with him wretched in smiles. As Jamie's face lengthened the purser explained that the natives expected that their passage would be paid to Pelekunu. The fare was, I think, \$1.25 apiece, anyway it was over \$1.00. With a despairing glance at the smiling crowd Jamie woefully dug up about \$50 with the remark: "I have learned a sad, sad lesson."

And so the wind-mill cottage is being torn down at Sans Souci. Well, the old structure may not have been one of Honolulu's, or rather Waikiki's, historical landmarks, but there has been a deal of romance about the place. Allan Herbert built it many, many years ago—well its weather beaten appearance indicated a hale and hearty old age. In its palmy days when the old wind-mill went round and round the cottage below it generally housed Honolulu's best people, and there, too, many happy couples just wedded, spent their honeymoons. In those old days and up to a dozen years ago the "wind-mill cottage" seemed to be the magnet which drew the young couples to spend their first happy days. Robert Louis Stevenson always enjoyed the cottage, but now the march of progress has doomed it. Mine host George Lycurgus who is expected home next week, I am told, will weep when he sees the old Sans Souci gone forever.

Gov. Dole took Admiral Terry out yachting on the Mary L., the other day. The boat once belonged to the Governor and was then called the Bonnie Dundee. She is not a palatial craft and her accommodations are meager. The man who steers takes all the room in the cockpit and the passenger must sprawl on deck, dodging the boom when it comes around. In the trip mentioned the Admiral was the passenger. Evidently he got all the yachting he wanted for, as he was about to disembark, the Governor said: "This boat was designed by Pife, the designer of the Shamrocks." "Humph," replied the Admiral, looking quizzically at the Mary L. "I guess Reliance will win."

Once when I was a lad I saw a German band go all to pieces in the midst of a tune because someone went out in front of it and sucked a lemon. When the blower of a wind instrument sees a man sucking a lemon his lips begin to pucker up and he can't do a thing to a note. I hope to see the scheme played on Berger's band soon, not as an indignity to the band, of course, but merely to prove a scientific supposition.

I sat on the stone steps of Central Union church the other night talking with a former policeman whom I met while en route to my bachelor lodgings, just beyond. He is white and doesn't seem much like a policeman now with his weak walk, bent shoulders and hectic cough. But when I first came here from Sweden he was a "mighty likely boy to look at" as the Yankees say.

"Ah but those were great days," said the former Lieutenant of Justice. "Not a month passed but I had a thousand dollars beside my salary. There were several of us who ran the police and we all did well. You see each of us protected a game and saw to it that no other games opened on the beat. That made four games for the town and they took in money like a bank. You bet I was the man to bet the hundreds on baseball then. I got rich fast. Whenever informers came to the station we arrested them as vagrants and the informing business stopped. If the right Sheriff gets in this time I'm going to try and get back on the force as a detective. About all a detective has to do is to round up the gamblers and collect the hush money." And the old policeman's face took on a wistful look as he coughed and tottered on his way.

## STARTLING VALUE IN CLOTHING

## Boys', Youths' and Mens' Garments

At 33 1-3 Per Cent Off Regular Prices.

ON OUR COUNTERS THIS WEEK WE SHOW THE FOLLOWING:

- Lot 1. Boys' Indigo Twill Serge Suits, size 8 to 15.....\$3.00
- Lot 2. Blue Cloth, Fine Hair Line Stripes, size 8 to 15.....3.25
- Lot 3. Tweed Suits, All Wool, Double Breasted Coats.....3.50

The above are Smart Dressed Suits, Guaranteed to Wear Well.

- Lot 4. Mens' Black Worsted Trousers, all sizes......225
- Lot 5. Mens' Neat Striped Trousers, 10 styles.....\$3.00 and 3.50
- Lot 6. Mens' Blue Cloth Suits, All Wool.....5.50
- Lot 7. Mens' Blue Striped Tweed Suits.....5.50
- Lot 8. Mens' Neat Striped Suits, 3 styles.....6.50
- Lot 9. Mens' Blue Striped Serge Suits.....7.50

Positively the cheapest lot of Clothing that ever saw the light of day in Honolulu.

## Shoe Department

School opens Next Monday. Are your children properly shod? We have some exceptionally fine values in

Childrens', Misses' and Boys'

## School Shoes

PRICES AND SHOES WITHIN THE RANGE OF ALL.

- Infants' Shoes, All Colors.....\$.40 to \$.60
- Childs' Shoes......75 " 1.50
- Misses' Shoes.....1.50 " 2.25
- Youth's Shoes.....1.25 " 2.00
- Boys' Shoes.....1.50 " 2.50
- Ladies' Shoes......50 " 3.50
- Mens' Shoes.....1.50 " 5.00

Compare our prices, and convince yourselves that you are saving money by buying shoes from us. Sole agents for the Walk-Over and Sorosis Shoes.

L. B. KERR & CO., LTD.  
FORT AND QUEEN STREETSDEMURRER SUSTAINED  
In Suit of Client Against His Attorney.

Judge De Bolt rendered a decision yesterday on defendant's demurrer in the suit of Antonio J. da Estrella vs. Charles M. Le Blond for \$7000 damages claimed to have resulted to the plaintiff, by reason of the negligence of defendant as attorney for plaintiff to perfect an appeal from the District Court of South Hilo, Fourth Judicial Circuit.

The contentions on demurrer of both sides have been related in this paper. Judge De Bolt concludes his review of the argument by thus deciding:

"It being clear to me that plaintiff has elected to sue in tort, I am therefore obliged to hold that court is without jurisdiction. The demurrer is sustained."

Henry E. Highton for plaintiff; Holmes & Stanley for defendant.

## JAMES GAY ESTATE.

P. D. Kellett, Jr., has made an elaborate report on the accounts of Herman Focke and Cecil Brown, trustees under the will of James Gay, deceased. A summary of the accounts and report of trustees was previously given in the Advertiser. The master comments on the small receipts as compared with the large expenditures, especially with regard to the Mokuleia ranch. The receipts from the ranch, including proceeds of sales of cattle, amounted to \$2855.65, while C. P. Iaukea the manager drew \$5529.24 for its general expenses, etc. The principal item of expense was \$2420.86 for clearing land, but the result is a good condition of the land so cleared and the trustees estimate the cost under that head for the ensuing year will be about half of that spent in the past year.

Regarding the accounts, the master finds a discrepancy of 11 cents in favor of the late Ethel Gay's estate, also the trifling overcharge of 69 cents in commissions. He calls in question the charge of \$25 by one of the trustees as attorney's fee for filing annual account and hearing in court, saying:

"The trustees have no right to subject the trust fund unnecessarily to charges for counsel and attorney's fees."

He recommends that the item be disallowed, quoting authorities thus: "A trustee should not be allowed for compensation paid to an attorney out of the trust fund, for services which the trustee should have performed himself; nor for services rendered in

a suit brought by the trustee improvidently, or for his own protection.

"A trustee who could have settled his trust by merely handing the funds, etc., over, will not be allowed a charge for filing an account."

By the terms of the will no distribution in this estate can be made until after the death of all of the testator's children, seven in all, all the property being now vested in the trustees to pay one-half the income to the three sons or their heirs and the other half to the four daughters or their heirs.

## MOTIONS, ETC.

Defendant in Peacock vs. Vida moves to have costs taxed.

Plaintiff in Kamakaulani Woolsey vs. Ching Lum moves to set a day for hearing.

Plaintiff in the divorce suit of Carolina Silva vs. M. G. Silva will move on Monday for an order to Will E. Fisher, receiver, to deliver to her all money in his hands as receiver, the money to apply on arrears of alimony.

Defendants in the ejectment suit of Lau Tong Kai vs. Chang Chan and fourteen others, doing business as the River Mill Co., file an answer of general denial to the complaint.

## MUST SHOW CAUSE.

Judge Robinson granted the petition of Lee See, surviving wife of Yee Chew Fan, for an order to the administrator, Chew Mon, to show cause why he should not pay over to the petitioner or to the clerk of the court \$300, being the balance of \$400 from the sale of a leasehold after a master's fee of \$100 to F. E. Thompson was paid.

Judge Humphreys on March 24, 1902, ordered Chew Mon's accounts approved, barring a certain criticism thereof, and that he be discharged "upon his giving over to the clerk of the court the title papers and all choses in action and evidences of debt in his hands, constituting the assets of said estate."

The petition states that F. M. Brooks, attorney for the administrator, has in his hands all of the assets of the estate excepting the mentioned balance of \$300. It further states on information and belief that Chew Mon has absconded from the Territory of Hawaii and embezzled the \$300.

## WILL START A NEW FUND

There was a meeting yesterday morning in the Y. W. C. A. rooms of the subscribers to the Boarding Home fund at which it was decided to send out letters to all the subscribers, asking their opinion as to the proposed disposition of the property owned by the association. This is a fine lot on Pensacola street for which an offer has been made.

Those subscribers present came to the conclusion that it is unwise for the present to establish a boarding home as had been contemplated, and that the Pensacola lot should be sold and the proceeds invested in a fund for future use in building such a home. The fund is to be controlled by the Y. W. C. A. A letter stating the action taken by the subscribers will be sent to all who have given to the fund.